Job Description

“Dairy Marketing Advisor”

Position Profile
DairyVisor Inc. provides a comprehensive marketing program to large scale dairy operations across the US. As a Dairy Marketing Advisor you will be responsible for personalizing our services through client relationships.

Primary Responsibilities
- Represent the company as a sales and service provider
- Build and maintain client relationships with a professional image
- Perform client risk assessments, by gathering financial information used in client reports
- Prepare a formal market plan, discuss with client, and implement decisions made
- Manage client positions for feed and milk trading on a daily basis, with cash transactions and hedge related activity
- Meet periodically with client to discuss a market plan, and update financial information
- Work with client’s banker, nutritionist, and other consultants as part of an overall team to support individual client success
- Perform market research for client recommendations, assist in writing company newsletter, and do presentations for producer groups and trade shows

Desired Candidate Profile
- Knowledge of futures, options, and cash trading strategies
- Driven, independent, self-starter
- Strong financial concept understanding/Mathematical skills
- Highly proficient in Microsoft Office, with an emphasis on Excel related tasks
- Exceptional communication skills
- Able to work in high demand/stress environment
- Strong organizational skills and detail orientated
- Function independently in a team player atmosphere
- Service oriented with a passion to help dairy producers succeed

Experience/Educational Needs
- Training, coursework, or related experience in any of the following: Ag economics, dairy management, dairy nutrition, and feed or grain trading.
- Education or similar experience in trading futures and options.
- Willing to train various aspects of the position, but having a good understanding of the dairy industry is highly desirable.

Compensation
Salary expectations are dependent on individual’s ability to successfully build and maintain client relationships, with highly competitive compensation opportunities offered.